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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

# news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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**FOR RELEASE:** IMMEDIATELY

## MAY 1984 SALES FOR THE METAL TREATING INDUSTRY ARE UP 42.5% OVER MAY 1983 FIGURES

The Commercial Heat Treating industry showed a 5.1% increase in sales over April 1984.

Industry-wide, total billings for the first five months of 1984 amounted to $181.9 million, up 41.1% over the 1983 total for this period of $128.9 million.

All nine MTI districts recorded gains over the May 1983 sales totals.

A summary of percentage change by geographic regions follows:

| | District | May 84 vs. May 83 | Total 1984 vs. 1983 |
|---|---|---|---|
| 1 | New England (MA-RI-CT) | 37.4 | 24.5 |
| 2 | Middle Atlantic (NY-NJ-E.PA-MD-QUE) | 31.5 | 30.7 |
| 3 | South Central (W.PA-OH-IN-KY) | 50.3 | 45.3 |
| 4 | Michigan | 52.9 | 68.6 |
| 5 | Southeast (VA-NC-SC-GA-AL-TN-FL) | 49.5 | 42.0 |
| 6 | North Central (IL-WI-MN-MO-IA) | 50.0 | 51.9 |
| 7 | Pacific Coast (So.CA-AZ) | 13.4 | 18.8 |
| 8 | Southwest (TX-OK-AR-CO-LA-UT) | 65.4 | 31.1 |
| 9 | Northwest (No.CA-OR-WA-B.C.) | 55.4 | 40.4 |

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METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS

MAY, 1984

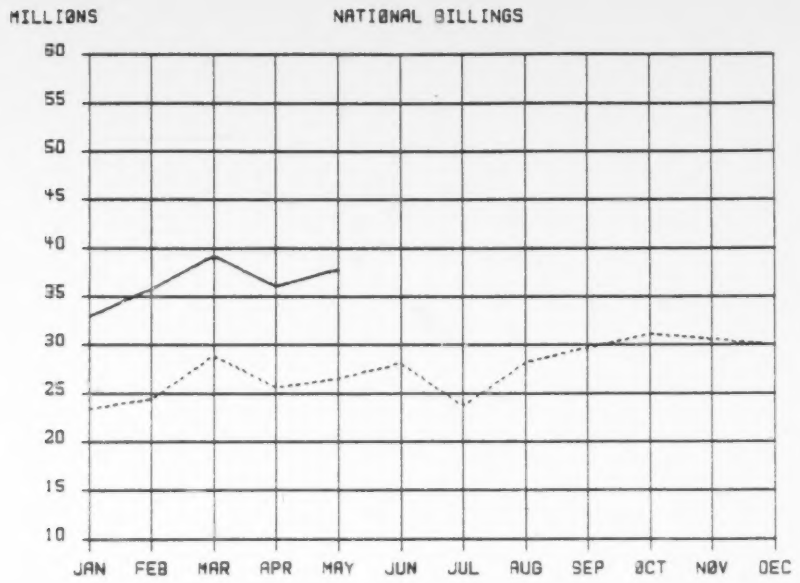
BILLINGS FOR MONTH

| | Total Members[1] | Billings For Month -In Thousands- | | | Monthly % Of Billings | |
|---|---|---|---|---|---|---|
| | | 1983 | 1984 | % | 1983 | 1984 |
| Total | 267 | 26542.0 | 37813.7 | 42.5 | 100.0 | 100.0 |
| Dist. 1 | 15 | 1607.9 | 2210.1 | 37.4 | 6.1 | 5.8 |
| Dist. 2 | 41 | 4421.1 | 5811.9 | 31.5 | 16.7 | 15.4 |
| Dist. 3 | 52 | 4284.7 | 6440.1 | 50.3 | 16.1 | 17.0 |
| Dist. 4 | 27 | 4003.0 | 6120.4 | 52.9 | 15.1 | 16.2 |
| Dist. 5 | 19 | 1087.3 | 1625.9 | 49.5 | 4.1 | 4.3 |
| Dist. 6 | 40 | 5326.6 | 7988.7 | 50.0 | 20.1 | 21.1 |
| Dist. 7 | 36 | 3765.8 | 4269.2 | 13.4 | 14.2 | 11.3 |
| Dist. 8 | 27 | 1690.1 | 2794.9 | 65.4 | 6.4 | 7.4 |
| Dist. 9 | | 355.6 | 552.5 | 55.4 | 1.3 | 1.5 |
| Foreign | 10 | | | | | |

BILLINGS TO DATE

| | Billings To Date -In Thousands- | | | To Date % Of Billings | |
|---|---|---|---|---|---|
| | 1983 | 1984 | % | 1983 | 1984 |
| Total | 128914.1 | 181893.0 | 41.1 | 100.0 | 100.0 |
| Dist. 1 | 7940.2 | 9882.7 | 24.5 | 6.2 | 5.4 |
| Dist. 2 | 21010.1 | 27451.2 | 30.7 | 16.3 | 15.1 |
| Dist. 3 | 21018.5 | 30541.5 | 45.3 | 16.3 | 16.8 |
| Dist. 4 | 18212.4 | 30697.6 | 68.6 | 14.1 | 16.9 |
| Dist. 5 | 5296.8 | 7520.1 | 42.0 | 4.1 | 4.1 |
| Dist. 6 | 25295.3 | 38432.5 | 51.9 | 19.6 | 21.1 |
| Dist. 7 | 18824.2 | 22361.7 | 18.8 | 14.6 | 12.3 |
| Dist. 8 | 9499.4 | 12454.3 | 31.1 | 7.4 | 6.8 |
| Dist. 9 | 1817.2 | 2551.5 | 40.4 | 1.4 | 1.4 |

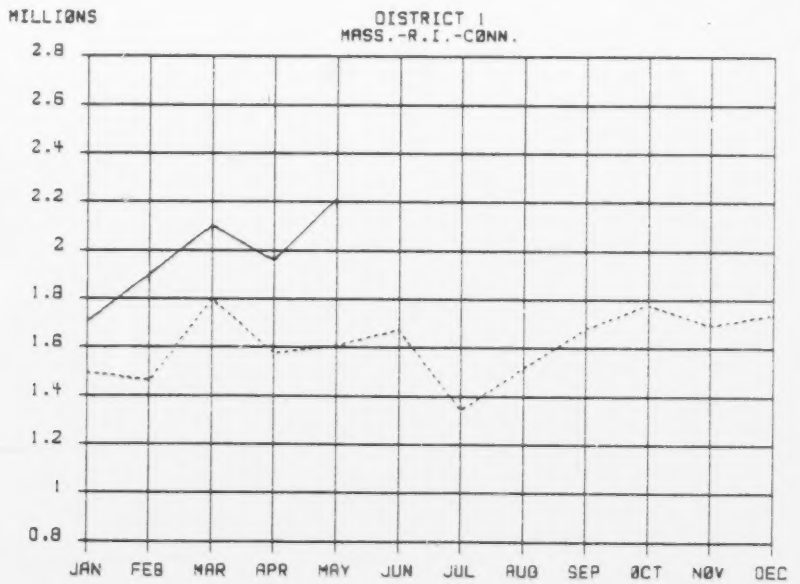
[1] Total MTI membership including firms that do not participate in monthly analysis.




1983 - - - -

1984 ———

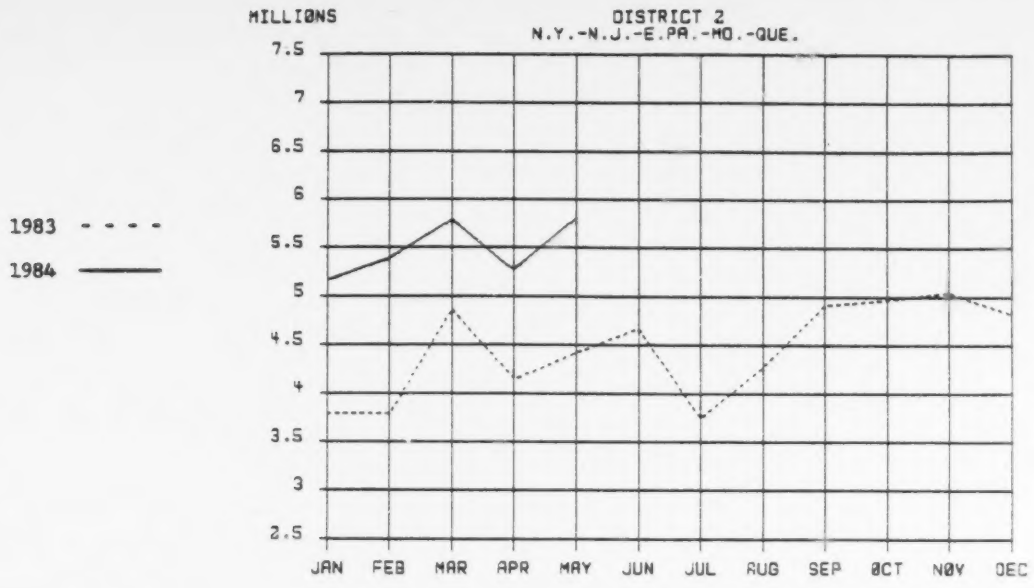
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 41.1 | 46.5 | 35.5 | 40.9 | 42.5 | | | | | | | |
| % Change | Cumulative | 41.1 | 43.9 | 40.7 | 40.7 | 41.1 | | | | | | | |



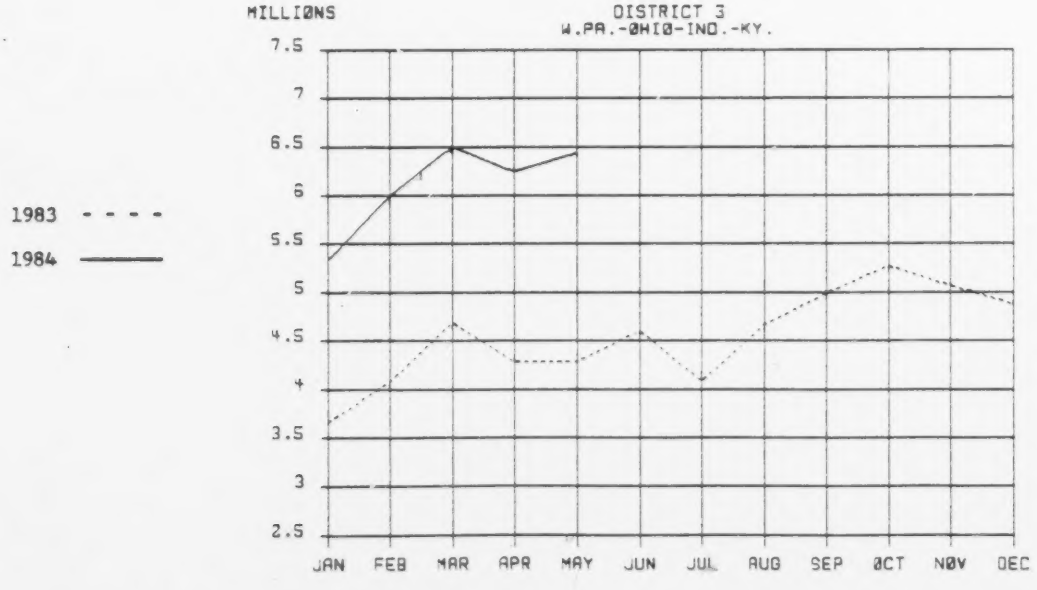

1983 - - - -

1984 ———

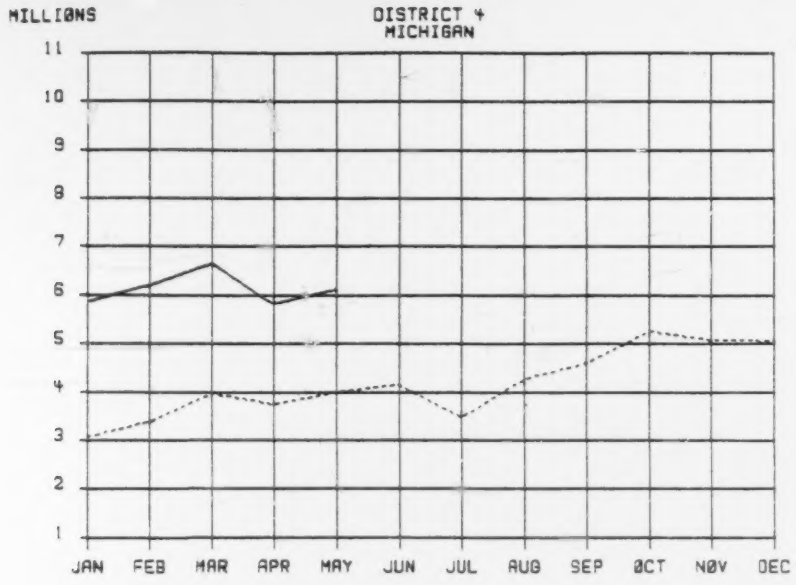
| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 14.0 | 30.1 | 16.9 | 24.6 | 37.4 | | | | | | | |
| % Change | Cumulative | 14.0 | 22.0 | 20.0 | 21.2 | 24.5 | | | | | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 36.6 | 42.5 | 18.9 | 27.4 | 31.5 | | | | | | | |
| % Change | Cumulative | 36.6 | 39.6 | 31.5 | 30.4 | 30.7 | | | | | | | |




| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 45.6 | 47.0 | 38.7 | 45.7 | 50.3 | | | | | | | |
| % Change | Cumulative | 45.6 | 46.4 | 43.5 | 44.0 | 45.3 | | | | | | | |

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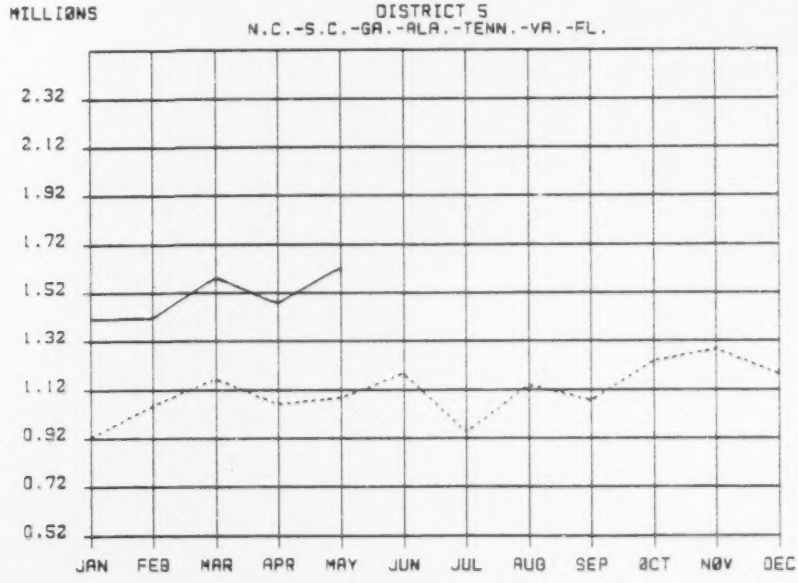
1984 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 90.5 | 83.2 | 67.2 | 55.4 | 52.9 | | | | | | | |
| % Change | Cumulative | 90.5 | 86.7 | 79.3 | 73.0 | 68.6 | | | | | | | |

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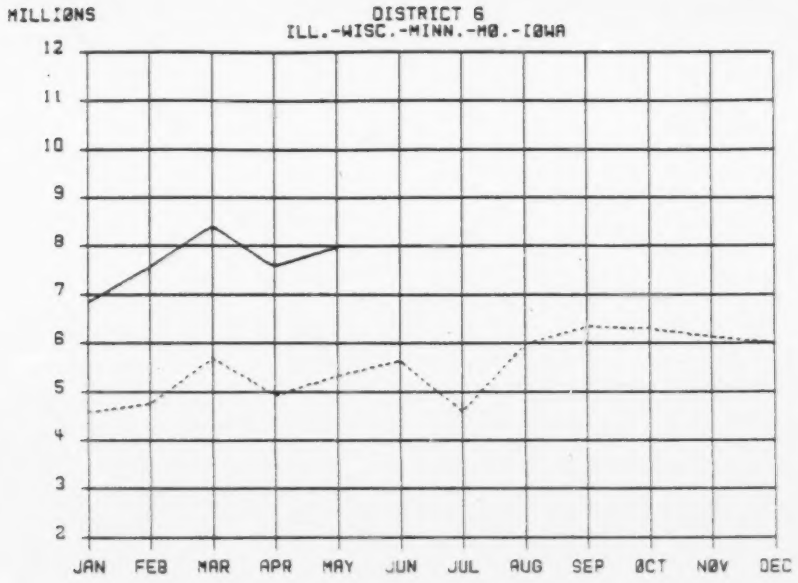
1984 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 52.6 | 34.3 | 35.7 | 39.5 | 49.5 | | | | | | | |
| % Change | Cumulative | 52.6 | 42.8 | 40.2 | 40.0 | 42.0 | | | | | | | |

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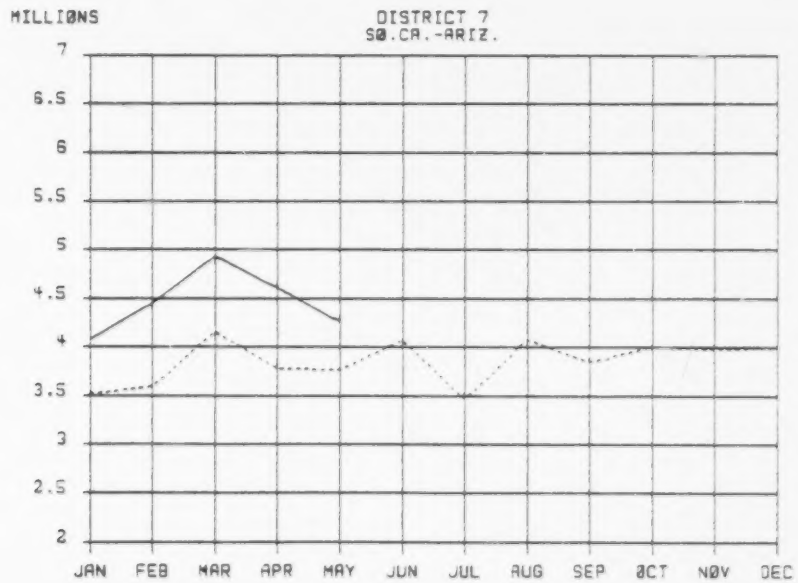
1984 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 49.6 | 59.1 | 47.7 | 54.2 | 50.0 | | | | | | | |
| % Change | Cumulative | 49.6 | 54.5 | 51.9 | 52.5 | 51.9 | | | | | | | |

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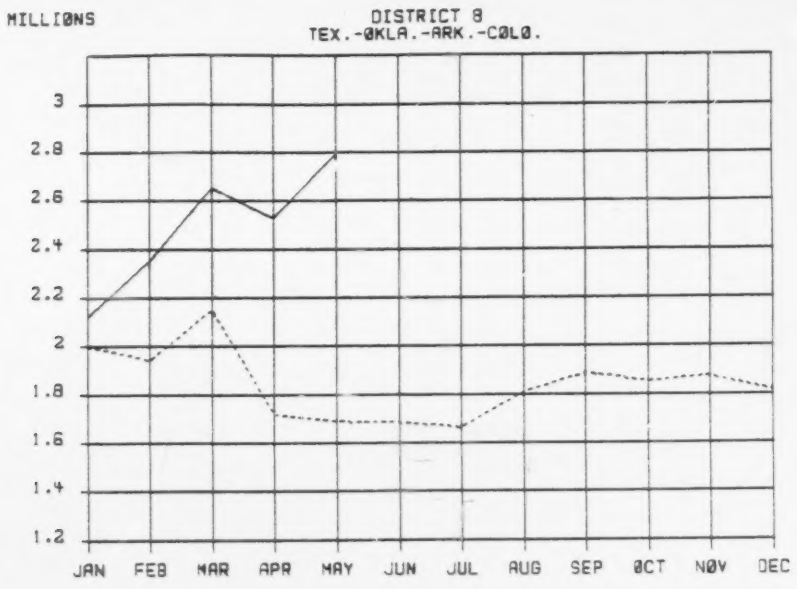
1984 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 16.0 | 23.9 | 18.6 | 22.1 | 13.4 | | | | | | | |
| % Change | Cumulative | 16.0 | 20.0 | 19.5 | 20.1 | 18.8 | | | | | | | |

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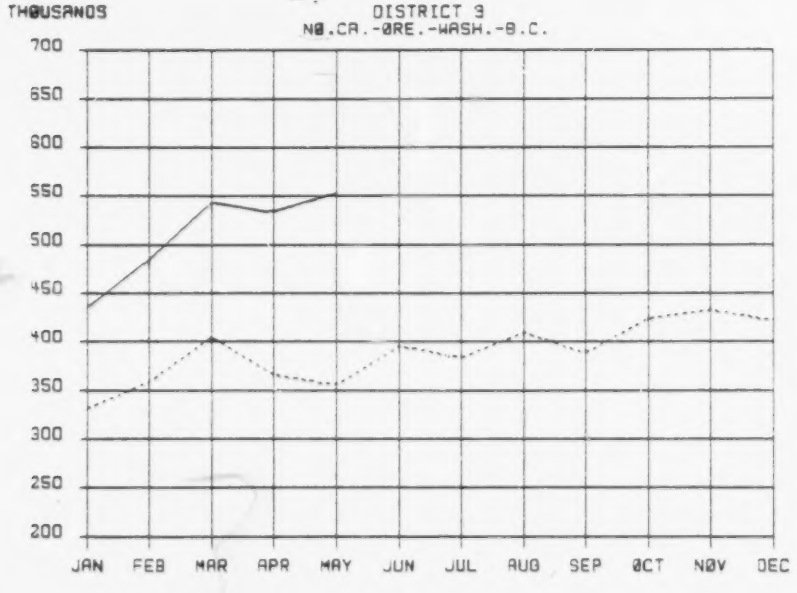
1984 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 6.2 | 21.0 | 23.4 | 47.4 | 65.4 | | | | | | | |
| % Change | Cumulative | 6.2 | 13.5 | 17.0 | 23.7 | 31.1 | | | | | | | |

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1984 ———

| | | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Gain or Loss | Monthly | 31.3 | 35.1 | 34.4 | 46.0 | 55.4 | | | | | | | |
| % Change | Cumulative | 31.3 | 33.2 | 33.7 | 36.8 | 40.4 | | | | | | | |